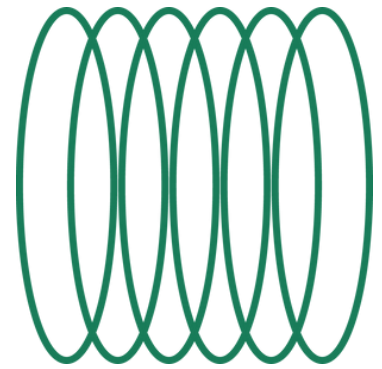




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Topics

Building Business Relationships / Customer Service

“Twist the Familiar’ to stand out from the crowd with your business relationships and customer care”

Why do the mundane, the easy, and the same old stuff? Let’s work on ways to make a fresh impact and change up your game in order to forge more and stronger business relationships and turn your customers’ heads with new and exciting approaches.

Leadership

“Leadership is not a title; it’s a way of operating and behaving”

Explore the difference modes leaders can find themselves in – firefighting, “shifting sands”, pathfinders, coaches, luminaries, and how to shine through in each situation as a true leader, empowered and empowering. We’ll also discuss the five components necessary in effective leaders’ toolkits.

Management

“Managing committees and volunteers on Highway 2-6-2”

It can be a strain on any manager or leader whose charge it is to bring about results via committees, especially with volunteers. We’ll uncover the most effective methods to get teams of individuals working together, being accountable, and achieving results on what I refer to as “Highway 2-6-2.”

Personal Development

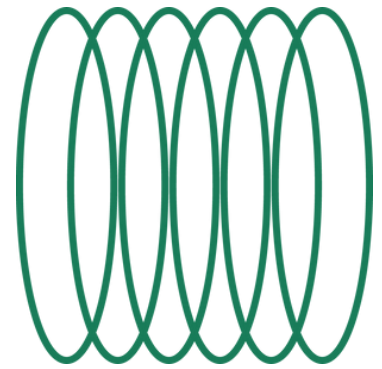
“Yes, you are a brand. Is your personal brand working to its fullest degree to help you in your role and your career?”

Personal branding is vitally important to all of us. Yet, some people either take it for granted or don’t fully realize its potential power. Let’s uncover the best ways to “twist the familiar” with your own brand – including the identifying, building, growing, and protecting your own brand – and that of your team, too.

Sales

“Sales is a competitive game. Let’s ‘twist the familiar’ and kick up our sales game in ways that will have your competitors shaking their heads”

There are millions of salespeople out there. How can we “twist the familiar” in our approaches, brand, relationship-building, working our sales funnel, and closing more business, so that we have that “edge” over our competition? Learn the 90/10 rule, bucketology, and other powerful tools that can increase your effectiveness and cause more prospects to remember you and want to do business with you.



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Profile

Gary Hernbroth is a genuine, audience-friendly speaker and author who inspires organizations and teams in a wide range of diverse industries. His calling card is that his clients refer to him as their "strength and conditioning coach." They cite his ability to get results and infuse a sense of fun and action into his motivational approach. Through his storytelling abilities and real-world experiences, Gary gives audiences straightforward, immediately useful ways to face their challenges. He helps them uncomplicate the complicated, setting them on the path to innovation and success.